2017 YEAR IN REVIEW

industrial internet®
CONSORTIUM

YOUR ORGANIZATION

BY THE NUMBERS
AND CONTRIBUTIONS

PUBLISHED FEBRUARY 2018

STEERING COMMITTEE
MEMBERS

ABB   BOSCH   DELLEMC   FUJITSU   GE

HUAWEI   IBM   MITRE   rti   SAP

The Industry IoT Consortium™

The Industrial Internet Consortium is the world's leading membership program transforming business and society by accelerating the Industrial Internet of Things (IIoT). The IIC delivers a trustworthy IIoT in which the world's systems and devices are securely connected and controlled to deliver transformational outcomes. The Industrial Internet Consortium is a program of the Object Management Group.
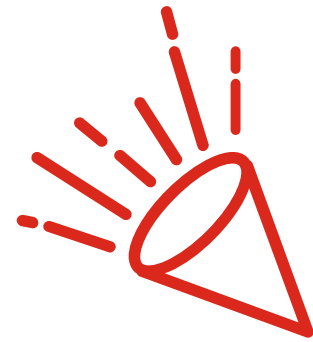
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www.iiconsortium.org

By the Numbers

130 SPEAKING OPPORTUNITIES FILLED

30 PRESS RELEASES

29 MEMBER PRESS RELEASES

119 MEDIA/ ANALYST INTERVIEWS

23 BLOG POSTS

11 CONTRIBUTIONS TO EXTERNAL BLOGS
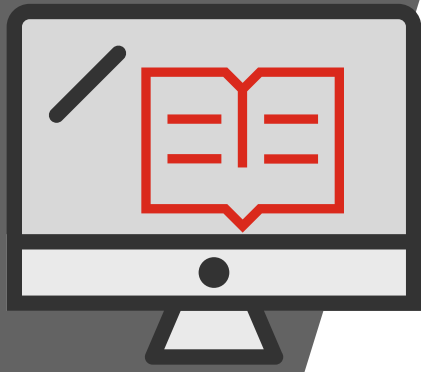
FEATURED AT *98 Events*

NEWS

15,993 MEDIA MENTIONS

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By the Numbers

250+
MEMBERS

31
COUNTRIES

34
LIAISONS

26
TESTBEDS

Providing Value to
250+
Member Organizations

Worldwide connections, professional development, global networking with senior executives and rising newcomers in the IIoT marketplace.

"THE BENEFITS

are significant because of the allegiance, the alliances, the meetings. Being part of this consortium clearly communicates we're a PLAYER, we're REAL, and we've got a STORY TO TELL. What a perfect place to be to get that exposure...to be associated with other great technologies and companies that are changing the world in IoT. Unequivocally, YES, you should join the IIC."

Grant Asplund
VP of Sales & Business Development
CENTRI TECHNOLOGY

"IT'S ESSENTIAL

that any organization that is going to be ACTIVE in the area of industrial IoT, be an IIC MEMBER. This is where all the participants in the industry COME TOGETHER and set the agenda for industrial IoT, and then move that agenda FORWARD."

Steve Hanna
Senior Principal
INFINEON TECHNOLOGIES

PUBLICATIONS

Thought leading publications: journals, frameworks, reports and white papers.

COLLABORATION DRIVING INNOVATION

In addition to the highly-anticipated report on recent outcomes of our testbed program - *Testbed Results: Why We Build Testbeds* - members collaborated on a record number of publications in 2017.
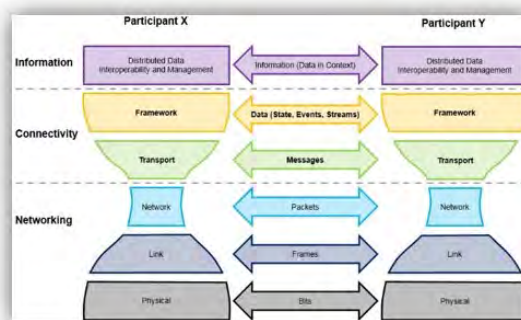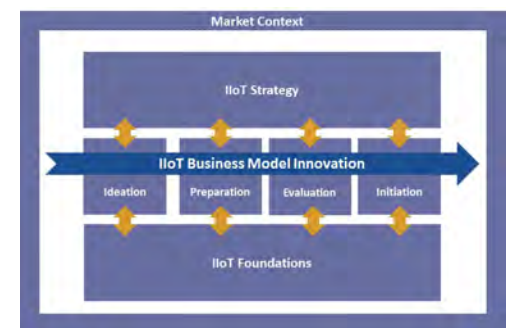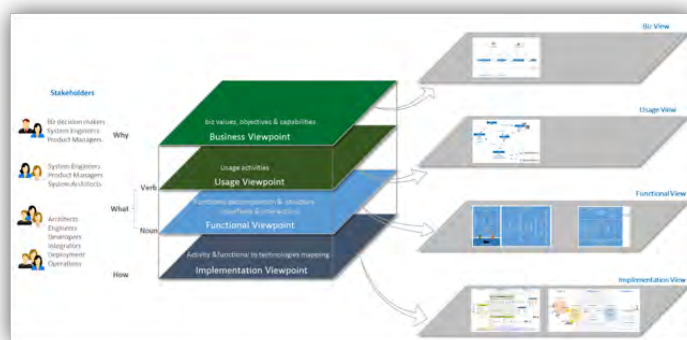

VOCABULARY

QUARTERLY EDITIONS

ARCHITECTURE ALIGNMENT & INTEROPERABILITY

INDUSTRIAL INTERNET CONNECTIVITY FRAMEWORK

BUSINESS STRATEGY & INNOVATION FRAMEWORK

INDUSTRIAL INTERNET REFERENCE ARCHITECTURE v1.8

INDUSTRIAL INTERNET SECURITY FRAMEWORK

2017 WHITE PAPERS

- KEY SAFETY CHALLENGES for the IIoT
- A PRACTICAL WAY to GET STARTED in MANUFACTURING IIoT: CULTIVATE a "GREEN PATCH" in YOUR BROWNFIELD
- INDUSTRIAL ANALYTICS: the ENGINE DRIVING the IIoT REVOLUTION
- SMART FACTORY APPLICATIONS in DISCRETE MANUFACTURING
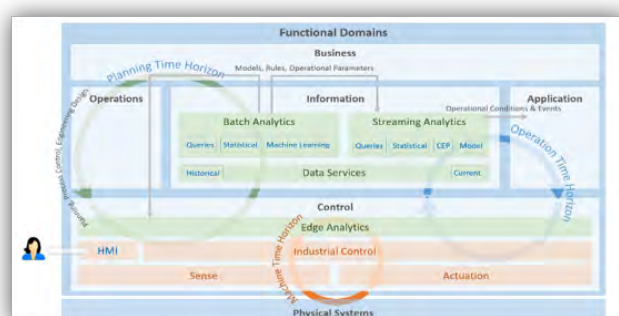
INDUSTRIAL IoT ANALYTICS FRAMEWORK

Testbeds
Make an Impact. Answer Real Questions. Influence Industry.

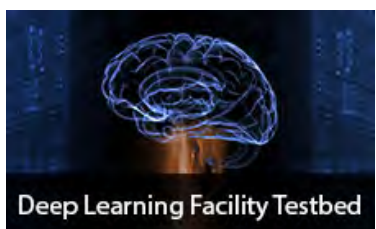Build and contribute to Testbeds. It begins with an innovative idea and a proposal to identify testbed concepts, goals, value, partners and commerical viability.
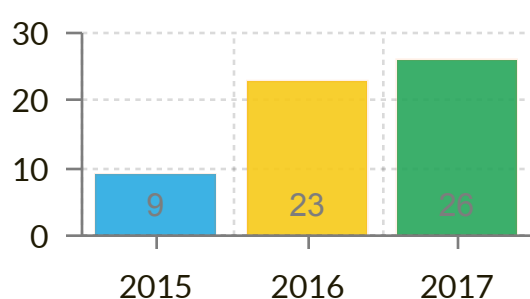
"When we got INVOLVED early on, we learned about the exciting things IIC was doing with technology companies, academics and government to try to solve the challenges of smart transportation and smart cities. But what we really latched onto was the concept of TESTBEDS. These testbeds are a great way to test our technologies, form technical PARTNERSHIPS, and build system platforms that can solve real challenges in industry."

Jamie Smith
Director of Embedded Systems
NATIONAL INSTRUMENTS

26 TESTBEDS PROVIDING PLATFORMS FOR INNOVATION

Deep Learning Facility Testbed

Smart Factory Machine Learning for Predictive Maintenance

Digital Solar Plant Testbed

Intelligent Urban Water Supply

- Yielding Powerful Insights
- Turning Abstract Theory into Hands-on Applications

Testbed Growth

Year	Value
2015	9
2016	23
2017	26

"It makes sense that we need standards for interoperability, but it doesn't make sense to develop standards when you don't know what standards you need. How do you find out what standards you need? By BUILDING TESTBEDS. How do you learn how to apply Internet of Things technologies within industries? By building testbeds."

Richard Soley,
EXECUTIVE DIRECTOR, IIC

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Testbeds have grown exponentially.

Testbeds:
Providing Platforms for Innovation

TESTBED FAST FACTS

- 26 testbeds with more in the pipeline
- 65+ members involved in testbeds
- Testbed Results: Why We Build Testbeds - Published Sept. 2017
- 5 testbed results published in the Journal of Innovation
- Outcomes proving interoperability, manufacturing quality improvements, real-time control and synchronization of high-performance machines, equipment failure predictions, efficient utlization of renewable energy resources, public safety improvements and more
- Exploring untested or existing technologies working together
- Generating new and potentially disruptive products and services
- Influencing standards supporting the industrial internet in the manufacturing and energy sectors

TSN Testbed wins IoT Solutions World Congress 2017 Best Testbed Award

industrial internet CONSORTIUM

TSN TESTBED WINS "BEST TESTBED AWARD"

IIC Greatest HITS 2017

IOT SOLUTIONS WORLD CONGRESS
BARCELONA 3-5 OCTOBER 2017

Liaisons:
Shared Expertise, Unified Direction

LIAISONS FAST FACTS

- Growth from 20 to 35 liaisons
- 31+ Liaisons in process at end of 2017
- Working to identify new liaison opportunities across industries
- Launch Standards Task Group to gather requirements
- Aligning architectures
- Generating standards requirements
- Requesting and sharing use cases
- Conducting joint workshops around the world
- Planning to host joint workshops in 2018 and beyond

Standards need to be iterative and adaptable without delaying innovation in the industry. Our liaison organizations work closely with the IIC to identify and share best practices, align architectures for interoperability and collaborate on standardization.
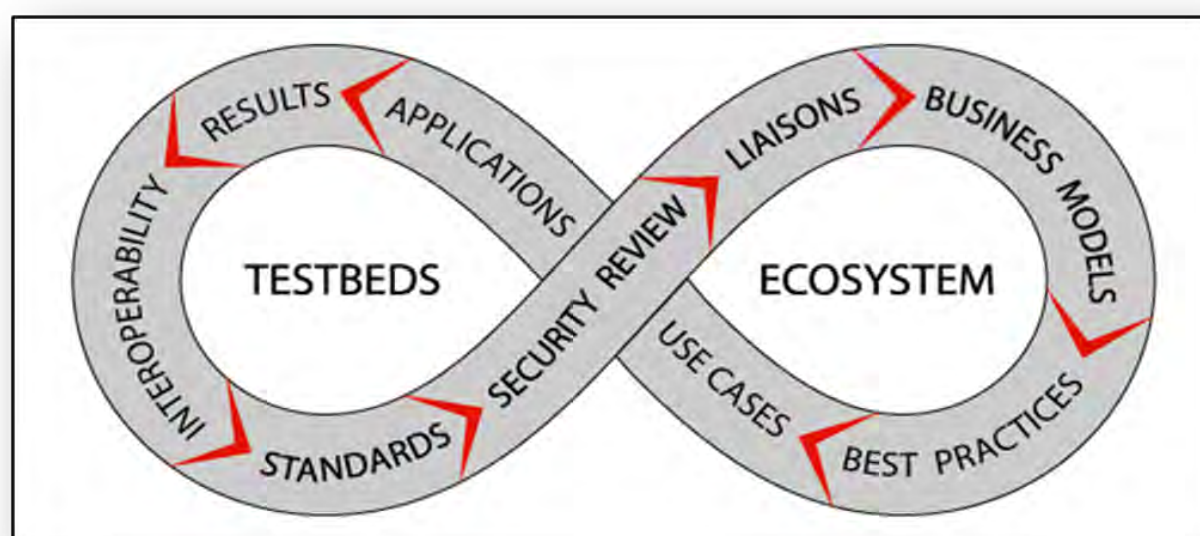
Marketing:
Innovative and Effective Strategies

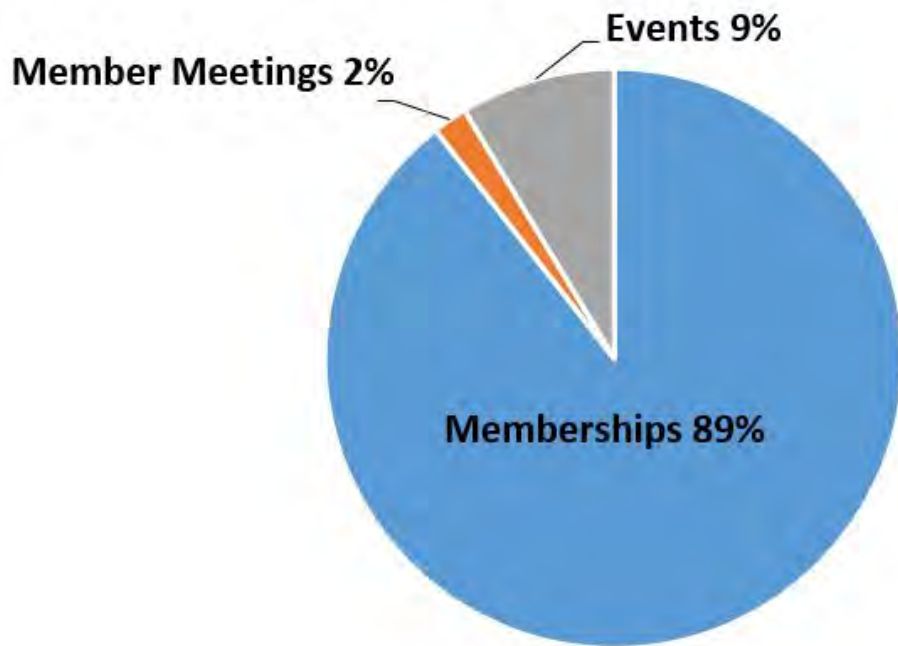- Increase member brand exposure:

  - Webinars
  - Case Studies
  - White Papers

  - Social Media Support
  - Blog Posts

- Expand the reach of your corporate PR

- Exhibit at major industry events at low cost-of-entry

- Establish credibility as thought leaders

- Secure speaking spots at global industry events

- Publish individually and collaboratively

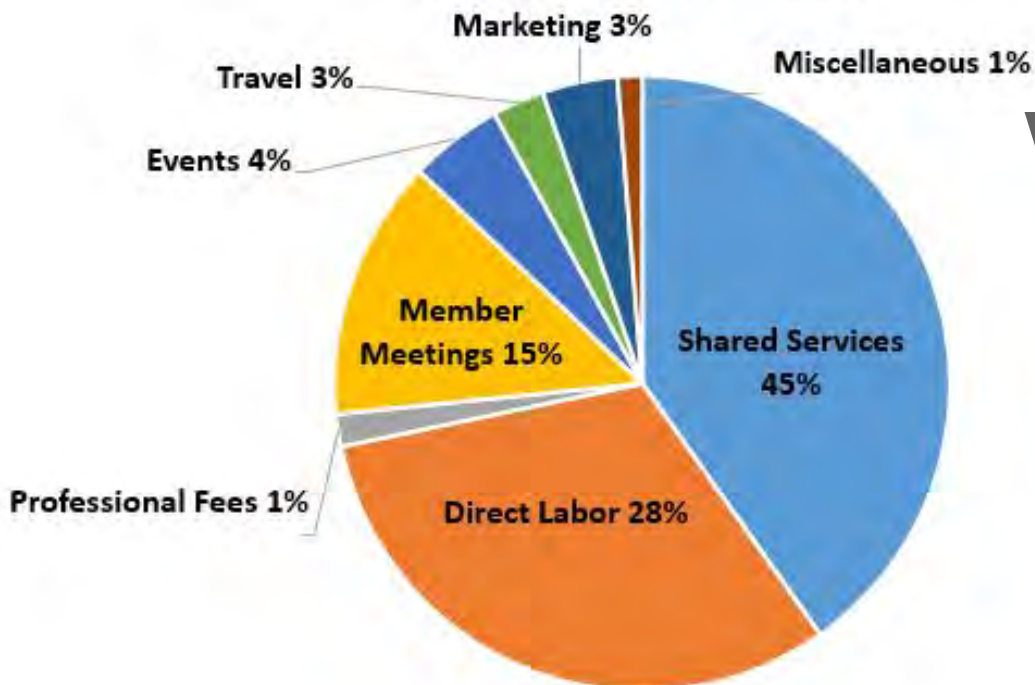- Capitalize on bi-lateral liaison relationships

FINANCIAL SYNOPSIS

FY 2017 Revenue - Audited

Events 9%
Member Meetings 2%
Memberships 89%

FY 2017 Labor - Audited

Shared Labor 45%
Direct Labor 55%

FY2017 Expenses - Audited

Marketing 3%
Travel 3%
Miscellaneous 1%
Events 4%
Member Meetings 15%
Shared Services 45%
Professional Fees 1%
Direct Labor 28%

As a program of the Object Management Group (OMG), the IIC's Shared Services expense covers all infrastructure, general and administrative expenses and shared staff. All other expenses pertain to IIC-only services.

- **78% of Total OMG Employees work in IIC**
- **12 Direct IIC Employees**
- **16 Shared Employees**

- Collaborate in working sessions
- Join an environment welcoming contributors
- Network in sessions, events and over coffee
- Produce industry-leading publications
- Build resources to accelerate IIoT adoption

Events In A Valuable Ecosystem

Vibrant Member Meetings

Member Opportunities

Julia Kline
Director of Product Marketing
Rubicon Labs

"We really think of this as a partnership of a lot of different organizations. It brings together both large & small companies. It lets us discuss use cases, find partners & be at shows like IoTSWC. "

Member Meetings & Public Forums

Reston, VA

Berlin, Germany

Singapore

Burlingame, CA

World-class Venues

Industry Events

Member Pavilions & Booths

Mobile World Congress

IoT Solutions World Congress

Hannover Messe

IoT World - Santa Clara

IIoT World Tour

Turin, Italy

Singapore

Burlingame, CA

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Journal of Innovation

January 2017

JOURNAL OF INNOVATION 4ᵗʰ Edition

SMART CITY
- HEALTH CARE
- INFRASTRUCTURE
- RETAIL
- TRANSPORTATION

June 2017

Journal of Innovation

5ᵗʰ Edition
EDGE COMPUTING
September 2017

September 2017

Journal of Innovation

6ᵗʰ Edition
INDUSTRIAL IOT:
CHALLENGES, INNOVATION
AND REAL WORLD APPLICATIONS
November 2017

November 2017

QUESTION:

THINGS ARE COMING TOGETHER.™